

CONTRACT



WHIO-TV
PO Box 809606
Chicago, IL 60680-9606
(855) 333-2676

And:

Greer Margolis Mitchell & Burns
3050 K Street, NW
Ste 100
Washington, DC 20007

<u>Contract / Revision</u> 283418 /		<u>Alt Order #</u> 08717392
<u>Product</u> AARP 6037		
<u>Contract Dates</u> 07/17/17 - 07/23/17		<u>Estimate #</u> 6037
<u>Advertiser</u> ISS/AARP American Association of Retired P		<u>Original Date / Revision</u> 07/14/17 / 07/14/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WHIO-TV	<u>Account Executive</u> Philadelphia CoxRep	<u>Sales Office</u> CoxReps Philad
<u>Special Handling</u>		
<u>Demographic</u> Households		
<u>Agg Code</u> TV12856	<u>Advertiser Code</u> 5	<u>Product 1/2</u> 8
<u>Agency Ref</u> 6219		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 1	WHIO	07/17/17	07/21/17	M-F 10a-11a	10:00 AM-11:00 A		:30			P-02		NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWTF--				1	\$450.00					
N 2	WHIO	07/17/17	07/21/17	The Price is Right	11:00 AM-12:00 P		:30			P-02		NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWTF--				1	\$1,200.00					
N 3	WHIO	07/17/17	07/20/17	NewsCenter 7 @ noon	12:00 PM-12:30 P		:30			P-02		NM	2	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWT---				2	\$1,200.00					
N 4	WHIO	07/17/17	07/20/17	M-F 4p-5p	4:00 PM-5:00 PM		:30			P-02		NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWT---				1	\$650.00					
N 5	WHIO	07/17/17	07/20/17	NewsCenter 7 5p	5:00 PM-5:30 PM		:30			P-02		NM	3	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWT---				3	\$1,500.00					
N 6	WHIO	07/17/17	07/21/17	Daybreak Edition 530a	5:30 AM-6:00 AM		:30			P-02		NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWTF--				1	\$650.00					
N 7	WHIO	07/17/17	07/20/17	NewsCenter 7 530p	5:30 PM-6:00 PM		:30			P-02		NM	3	\$4,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWT---				3	\$1,600.00					
N 8	WHIO	07/17/17	07/20/17	NewsCenter 7 6p	6:00 PM-6:30 PM		:30			P-02		NM	3	\$5,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWT---				3	\$1,800.00					
N 9	WHIO	07/17/17	07/21/17	Daybreak Edition 6a	6:00 AM-7:00 AM		:30			P-02		NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWTF--				1	\$950.00					
N 10	WHIO	07/17/17	07/20/17	M-F 7p-730p	7:00 PM-7:30 PM		:30			P-02		NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWT---				1	\$1,500.00					

(* Line Transactions: N = New, E = Edited, D = Deleted)

CMG does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with CMG whether verbal or written.

Two week advance cancellation notice is required unless otherwise specified in writing.

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay CMG within terms specified and until payment in full is received by CMG. Payment by advertiser to agency or to service or payment by agency to service shall not constitute payment to CMG. Cox Media Group will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

Thank you for your business!



WHIO-TV
PO Box 809606
Chicago, IL 60680-9606
(855) 333-2676

<u>Contract / Revision</u>	<u>Alt Order #</u>
283418 /	08717392

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
07/17/17 - 07/23/17	AARP 6037	6037

<u>Advertiser</u>	<u>Original Date / Revision</u>
ISS/AARP American Assc	07/14/17 / 07/14/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
N 11	WHIO	07/17/17	07/21/17	CBS This Morning	7:00 AM-9:00 AM		:30			P-02		NM	4	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWTF--				4	\$800.00					
N 12	WHIO	07/17/17	07/20/17	M-F 730p-8p	7:30 PM-8:00 PM		:30			P-02		NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWT---				1	\$1,500.00					
N 13	WHIO	07/17/17	07/21/17	M-F 9a-10a	9:00 AM-10:00 AM		:30			P-02		NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWTF--				1	\$400.00					
N 14	WHIO	07/17/17	07/20/17	M-F 11p News	11:00 PM-11:35 P		:30			P-02		NM	2	\$3,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MTWT---				2	\$1,800.00					
N 15	WHIO	07/20/17	07/20/17	Thur Prime Hour 2	9:00 PM-10:00 PM		:30			P-02		NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	---1---				1	\$3,000.00					
N 16	WHIO	07/19/17	07/19/17	Wed Prime Hour 1	8:00 PM-9:00 PM		:30			P-02		NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	--1----				1	\$4,000.00					
Totals									0.00				27	\$38,200.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
06/26/17 - 07/21/17	27	\$38,200.00	(\$5,730.00)	\$32,470.00
Totals	27	\$38,200.00	(\$5,730.00)	\$32,470.00

Signature: _____ **Date:** _____

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Thank you for your business!

REP HEADLINE# 8717392
*** UNAPPROVED REV #1 ***

REP: TEL# 610-293-4100
ORDER WORKSHEET

FAX# 610-225-1191
HARRIS REPORT FROM REP JUL14/17 12.30
CHANGES *** WHIO-TV ***

ADV # _____ ADV. NAME _____ ISS/AARP _____
AGY # _____ AGY. NAME GREER, MARGOLIS, MITCHELL

3050 K ST NW,

WASHINGTON, DC 20007

REP.# _____ OFF.# _____ SALESMAN # _____

BUYER NAME LAURA BASSETT

SALES PRSN PH- NICK WELTE

ORDER # 283418 CONTRACT # 8717392

CLASS: NATL. LOCAL REGIONAL

PRDCT AARP 6037 EST#6037 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES JUL17/17 JUL23/17 WK-1

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE JUL14/17 12.30

REP: **REVISION

ADJUSTED DAY ROTATIONS PER FRIDAY NOON CUTOFF
TOTAL SAME
PLS CNF THANKS
JARED

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

ALL INVOICES ARE TO BE SENT TO:
GREER MARGOLIS
3050 K ST NW
WASHINGTON, DC 20007

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
3			EY 1200N-1230P	30		\$1,200.00	7/17	7/20	2		M-TH	2
AGENCY ADVERTISER CODE = 5 AGENCY EST# = 6037												
AGENCY PRODUCT CODE = 8												
PROGRAM : NEWSCENTER 7												
CON COM1 : NEWSCENTER 7												

REP HEADLINE# 8717392
 *** UNAPPROVED REV #1 ***

REP: TEL# 610-293-4100
 ORDER WORKSHEET

FAX# 610-225-1191
 HARRIS REPORT FROM REP JUL14/17 12.30
 CHANGES *** WHIO-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
4	EX		400P-500P	30		\$650.00	7/17	7/20	1		M-TH	1
PROGRAM : ELLEN CON COM1: ELLEN												
5	EX		500P-530P	30		\$1,500.00	7/17	7/20	3		M-TH	3
PROGRAM : NEWSCENTER 7 CON COM1: NEWSCENTER 7												
7	EX		530P-600P	30		\$1,600.00	7/17	7/20	3		M-TH	3
PROGRAM : NEWSCENTER 7 CON COM1: NEWSCENTER 7												
8	EX		600P-630P	30		\$1,800.00	7/17	7/20	3		M-TH	3
PROGRAM : NEWSCENTER 7 CON COM1: NEWSCENTER 7												
10	EX		700P-730P	30		\$1,500.00	7/17	7/20	1		M-TH	1
PROGRAM : WHEEL OF FORTUNE CON COM1: WHEEL OF FORTUNE												
12	EX		730P-800P	30		\$1,500.00	7/17	7/20	1		M-TH	1
PROGRAM : ENTERTAINMENT TONIGHT CON COM1: ENTERTAINMENT TONIGHT												
14	EX		1100P-1135P	30		\$1,800.00	7/17	7/20	2		M-TH	2
PROGRAM : NEWSCENTER 7 CON COM1: NEWSCENTER 7												
JUL/17			38200.00									
CONTRACT TOTAL 38200.00												
TOTAL SPOTS 27												

MARKET TOTALS \$58,769 WHIO 65% WDTN 15% WKEF 10% WRGT 10% CABL 0% WBDT 0%

SVC- NSI
 DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
 P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE